



Delaware Office of Minority & Women Business Enterprise *Strategies for Success!*

L. Jay Burks
Executive Director

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Mission

To increase the opportunity for minority and women owned firms to sell their products and services to the State of Delaware

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<http://omwbe.delaware.gov>



Certification

- Eligibility
 - 51 percent owned & managed women and/or minority
- Application
 - No charge
 - Supporting documentation -Other state certifications
 - Specialized application
 - Accept DeIDOT Certification
 - Four to six weeks

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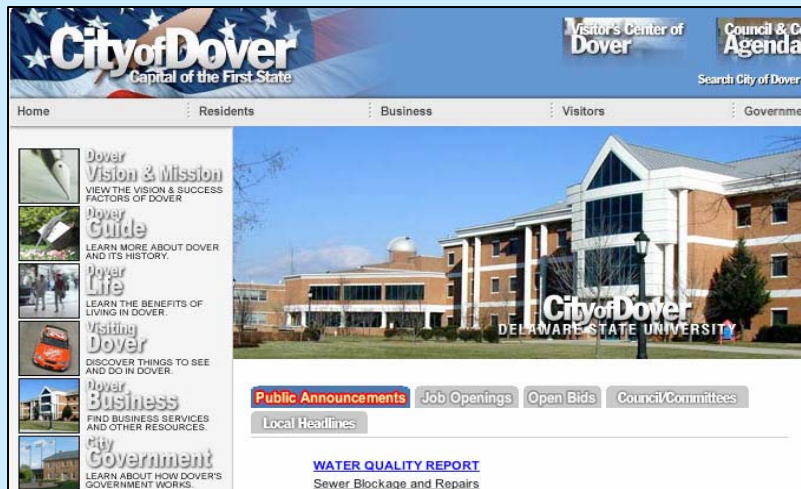
Certification

- Benefits
 - Increases exposure
 - Demonstrates commitment to diversity
 - Enhances competitive advantage
 - Creates opportunities
 - Business support agencies
 - Feedback



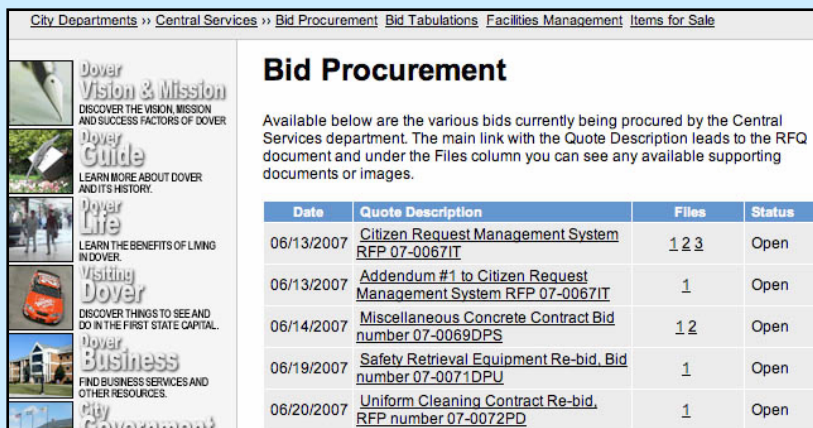
Benefits of Certification

City of Dover - www.cityofdover.com



Minority vendor preference shall be three percent (3%) of the value of the award. The vendor must identify qualification and claim to the preference on the submitted documents. The vendor must provide authoritative proof of qualification for this preference such as identification in the certification directory maintained by the State of Delaware, Office of Minority and

Women Business Enterprises.



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Benefits of Certification

New Castle County - www.co.new-castle.de.us/



Committed to Supplier Diversity

www.delaccess.org

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Benefits of Certification

- Prime contractor requests
 - Nason Construction, EDIS & TetraTech
- Corporate & organization requests
 - Wal-mart, Boeing, AstraZeneca, DAFB
- Identify growth and development opportunities



New OMWBE Database

Certified Directory

Search by NAICS Code
Use * as Wildcards. For example, typing 23* will retrieve all construction related firms with 23 in the beginning of the NAICS code.

For more information on the North American Industry Classification System (NAICS) please visit [NAICS Homepage](#)

Search by NAICS Description

Search by NAICS Description (Partial Entry)

For example typing in *prog* will retrieve all results with prog in the keyword which would include programming, program, programs etc.

Search by Company Name

Please note if a firm's name has initials, just search by the first letter of the firm without any punctuation. Periods and hyphens may limit your search.

Search by firm's products and services keyword
Please separate words by comma(s)

Disclaimer: Please note the Firm's products and services keyword search is currently under development and some firms may not have the information populated. Please also check the NAICS search.

Search by keywords, capabilities narrative

Email – ljay.burks@state.de.us

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Your Elevator Pitch

Jackson Contracting, Inc.

jacksoncontract@aol.com

ATTN: Gary Jackson
7242 Pearsons Corner Rd.
Dover, DE 19904
302-674-1599 Telephone
302-736-5012 Fax
CONTRACTING/HIGHWAY CONTRACTOR; Water, Sewer, and Pipeline
Construction, GRADING, LOT WORK, SMALL DEMOLITION, Facilities Management
Contractor registered
NAICS Code: [Water and Sewer Line and Related Structures Construction](#)
NAICS Code: [Highway, Street, and Bridge Construction](#)
NAICS Code: [Site Preparation Contractors](#)

Traps Plumbing, Heating, Air Cond and Sheetmetal trapsplumbing1851@hotmail.com

ATTN: Chairat Trapkasem
1851 S. DuPont Highway
Dover, DE 19901
302-677-1775 Telephone
302-677-1778 Fax
Also inspect homes on the real estate market. Sheetmetal work. Facilities Management
Contractor registered
NAICS Code: [Plumbing, Heating, and Air-Conditioning Contractors](#)

Budget Rooter Inc

budgetroot@aol.com
www.budgetrooter.biz

ATTN: Suzanne Palady
PO Box 1708
Bear, DE 19701
302-421-9000 Telephone
302-322-3022 Fax
Plumbing services residential and commercial installation of all plumbing fixtures,
water heaters, video pipe inspections, repairs and replacements to water and sewer
lines with trench less technology. Drain cleaning and high velocity jetting for
commercial and residential. Facilities Management Contractor registered

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Small/Under Threshold Purchases

	Under Threshold		Formal Bid Process
Material & Non Professional Services	Less Than \$10,000	\$10,000-\$24, 999	\$25,000 & Over
	Open Market Purchase	3 Written Quotes	
Public Works	Less Than \$25,000	\$25,000-\$49,999	\$50,000 & Over
	Open Market Purchase	Three Letter Bids	Formal Bid
Professional Services	Less than \$50,000	\$50,000 & over	
	Open Market Purchase	Formal Bid Process	

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Small Business Agencies

Type of Assistance	Referral Partner	Contact Information
Start up or existing business: Loan guarantees for non & for profits/504's/micro loans: certification for Federal procurement contracts	Small Business Administration	www.sba.gov 302.573.6294
Training and development Minority owned, women owned small businesses: disadvantaged businesses	First State Community Action Agency	www.firststatecaa.org 302.856.7761
Start up or existing business: Refer to commercial banking: workshops/seminars for start-up and existing business	Small Business Development Corp. (SBDC)	www.delawaresbdc.org 302.831.1555
Small business Micro-enterprise loan program, training partner with Delaware Tech for small business: offer training for procurement certification	City of Wilm. Economic Dev.	www.ci.wilmington.de.us 302.576.2120
Companies must relocate or reside in Delaware: Loans-demo & commercial : investment funding of equity funding, long-term debts with royalty payback, or convertible debentures	Delaware Innovative Fund	www.difonline.com 302.777.1616
Existing DE or relocating businesses or referrals: Loans, consultations, SBIR bridge grants	DEDO	www.state.de.us/dedo 302.739.4271
Any commercial, industrial, or ag DE business/working capital-fixed assets Referred to commercial banking	Delaware Access/DEDO/Financial Institutions	www.state.de.us/dedo 302. 739.4271
Small to medium size business Industrial Revenue Bond (IRB),manufacturing-first-time farmers (501-c-3's)	DEDO	www.state.de.us/dedo 302-739.4271
Small business loans; Most Delaware based businesses: Lending for companies turned down by banks: Workshops/seminars Business Growth Fund; Direct loans-\$2,000 to \$50,000	First State Community Loan Fund	www.firststateloan.org 302.652.6774
Small Business start-up and existing Counseling, workshops/seminars	SCORE	www.scoredelaware.org 302.573.6552
Start-ups and existing: Workshops/seminars/financial management/business planning Micro enterprise loan program up to \$1,500 in the form of a cash match.	YWCA	www.ywcanecc.org 302. 658.7161

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DE Economic Development

- Tech Based Seed Fund 1: \$50,000 convertible note for early stage start-ups
 - money has been used to hire patent lawyers and more.
 - Intellectual property, competitive advantage, overall market size and effect of job creation in Delaware are evaluating factors
- Tech Based Seed Fund 2: \$100,000 for and slightly more mature companies
- Pre-Venture Fund: Is from \$150,000 - \$1 million

Joseph Zilcosky - Emerging Technology Development Specialist (302)739-4271

<http://dedo.delaware.gov/>

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Incentive	Eligible Companies	Amount	Program Uses
Customized Industrial Training	Manufacturing, Commercial, or Service operations	Varies	Training new or existing employees
Headquarters Management Corporation (HMC)	All firms in Delaware	Tax reduction up to 99%	New corporation category requiring adding jobs or increased purchases of in-state services
New Business Facilities Tax Credit	Manufacturers; wholesalers; laboratories; used for scientific, agricultural, or industrial research development, or testing; computer processors; engineering firms' consumer credit reporting services; wholesaler of computer software telecommunications and aviation services	\$400 for each qualified employee, \$400 for each \$100,000 of qualified investment; credits increase to \$650 if facility is located in a targeted area	Tax credit to foster new investment and expansion in Delaware
Research and Development Credit	Delaware-based companies located in Delaware or considering relocating to Delaware	Equal to 50% of the amount of corresponding federal R&D credit attributable to Delaware research activity; \$5M statewide cap	R&D to encourage launch of innovative products
New Economy Jobs Tax Incentive Program	Companies that create 50 jobs paying \$100,000 and above excluding benefits. Eligible jobs must be new taxpayers to DE.	A tax credit equal to 25% of the withholding taxes(35% if the company locates in an eligible growth area)	Tax credit to foster net new high-wage employment
Financial Incentive	Eligible Companies	Amount	Program Uses
Delaware Strategic Fund Direct Loan Program	Qualifying companies located in Delaware or considering relocating to Delaware	Varies on individual project basis	Economic development loans or grants; Green Industries loans; Governmental Units Development assistance; SBIR Bridge grants; Brownfield development grants
Competitiveness	Existing manufacturing operation located in Delaware	Varies- matching fund program	Equipments/facilities upgrades; new or diversified product lines; new processor operational training
Technology- based Seed Fund	Technology- based start-ups in biotechnology; advanced materials; clean energy; information technology; chemistry	Equity financing up to \$100,000 per transaction	Start-up expenses including laboratory equipment, working capital, lab and office space, patent filings, or prototyping
Pre-Venture Fund	Technology based companies seeking pre-venture capital funding	Equity financing up to \$1M	Expenses associated with working capital and capital expenditures

<http://dedo.delaware.gov/>

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Opportunities with State

- 50 Agencies
- Services
 - Advertising → Veterinarian Services (30)
- Products
 - Adhesives → Visual Equipment (35)
- Building Construction Goods & Services
 - Air Conditioning → Water & Sewer Line Installation (20)



Selling to the State Guide

Selling to State Agencies		
A	B	C
1 Departments/Divisions	Advertising & Public Relations	Architecture, Engineering & Planning
7 Community Services		
8 Consumer Affairs		
9 Corrections		X
10 Court of Common Pleas	X	
11 Criminal Justice Council		
12 Delaware Economic Development Office	X	X
13 Delaware State University	X	X
14 Delaware Technical Community College	X	X
15 DSCYF	X	X
16 Education	X	X
17 Elections		
18 Employment & Training		
19 Facilities Management		
20 Family Court		X
21 Fire Marshal	X	
22 Government Support Services	X	
23 Health and Social Services	X	X
24 Highway Safety	X	
25 Housing Authority	X	X
26 Human Relations	X	
27 Human Resource Management	X	
28 Industrial Affairs		
29 Insurance	X	
30 Justice		X
31 Labor	X	
32 Labor Unemployment Insurance	X	
33 Libraries	X	
34 National Guard	X	X
35 Natural Resources	X	X
36 Office of Management and Budget	X	X
37 Office of Public Advocate		
38 Professional Regulation		
39 Public Instruction		
40 Public Safety		
41 Public Service Commission	X	

	A	B	C	D	E	F	G	H	I
1	Departments/Divisions	Advertising & Public Relations	Architecture, Engineering & Planning	Automobiles, Trucks & Vans	Automotive Equipment & Support	Business Services	Catering/ Food Services	Consultants	Equal Opportunity Compliance Consultants
7	Community Services					X		X	
8	Consumer Affairs								
9	Corrections		X		X				
10	Court of Common Pleas	X							
11	Criminal Justice Council							X	
12	Delaware Economic Development Office	X	X			X	X		
13	Delaware State University	X	X				X	X	X
14	Delaware Technical Community College	X	X		X			X	
15	DSCYF	X	X					X	
16	Education	X	X			X			

A	B	D	E	F
Department	Contact	Phone	Email	Website
AGRICULTURE	Ms. Sandra Ogden	302-698-4515	sandra.ogden@state.de.us	www.state.de.us/deptagri
ALCOHOLIC BEVERAGE CONTROL	Ms. Julie Gray	302-577-5204	julie.gray@state.de.us	http://date.delaware.gov
AUDITOR OF ACCOUNTS	Mr. Ron Draper	302-739-5058	r.ronald.draper@state.de.us	www.state.de.us/Auditor
BUDGET	Mr. L. Jay Burks	302-739-4206	ljay.burks@state.de.us	http://www.budget.delaware.gov
CAPITOL POLICE	Chief William Jopp	302-739-3200	william.jopp@state.de.us	www.state.de.us/capitolpd
COMMISSION FOR WOMEN	Carmen Gomez	302-761-8005	carmen.gomez@state.de.us	www.delawareworks.com
CORRECTIONS	Ms. Fannie Dill	302-739-5609	fannie.dill@state.de.us	www.state.de.us/correc
COMMERCIAL PRINTING	Lori Brown	302-739-6909	lori.brown@state.de.us	www.state.de.us/dss
CONTRACTING	Blaine Herrick	302-739-5587	blaine.herrick@state.de.us	http://courts.state.de.us/
COURT OF COMMON PLEAS	Ms. Bernadette Moore	302-255-0900	bernadette.moore@state.de.us	commonpleas
DELAWARE ECONOMIC DEVELOPMENT OFFICE	Ms. Sherri Bullock	302-739-4271	Sbullock@state.de.us	www.state.de.us/dedo
DELAWARE STATE UNIVERSITY	Michael Conaway	302-857-6272	mconaway@desu.edu	www.dsc.edu
DELAWARE TECHNICAL AND COMMUNITY COLLEGE	Ms. Wini Walton	302-739-3258	wwalton1@college.dtcc.edu	www.dtcc.edu
DSCYF	Mr. H. Ryan Bolles Jr.	302-892-4557	herbert.bolles@state.de.us	www.state.de.us/kids/rfps.htm
EDUCATION	Mr. Scott Kessel	302-739-4605	skessel@doe.k12.de.us	www.doe.state.de
ELECTIONS	Mrs. Virginia Lane	302-739-4277	virginia.lane@state.de.us	www.state.de.us/election
DEPARTMENT OF LABOR	Ms. Kris Brooks	302-761-8024	kris.brooks@state.de.us	www.vcnet.net/
FACILITIES MANAGEMENT	Mr. Bob Furman	302-739-5644	robert.furman@state.de.us	www.state.de.us/dfm
FAMILY COURT	Ms. Karen Dish	302-255-0076	dveenema@state.de.us	www.courts.state.de.us/family
FIRE MARSHAL	Ms. Linda Tosh	302-739-5665	linda.tosh@state.de.us	www.delawarestatefire.marshall.com
FLEET MANAGEMENT	Mr. Terry Barton	302-739-3039	terry.barton@state.de.us	www.state.de.us/dss
HEALTH AND SOCIAL SERVICES*	Ms. Sandra S. Skelley	302-577-4620	sandra.skelley@state.de.us	www.state.de.us/dhss/rfp/
OFFICE OF HIGHWAY SAFETY	Ms. Linda Kouse	302-744-2740	linda.krouse@state.de.us	dhssrfp.htm
HOUSING AUTHORITY	Mr. John Conley	302-739-4263	john@dsha.state.de.us	www.state.de.us/highway
INDUSTRIAL AFFAIRS	Ms. Janet Wainwright	302-761-8200	janet.wainwright@state.de.us	http://www.destatehousing.com/default
INSURANCE	Alice Cabana	302-739-3058	alice.cabana@state.de.us	www.delawareworks.com
JUSTICE	Mr. Leon Minka	302-577-8313	leon.minka@state.de.us	www.state.de.us/inscom
LABOR	Kris Brooks	302-761-8024	kris.brooks@state.de.us	www.state.de.us/attgen
LIBRARIES	Ms. Annie Norman	302-739-4748	annie.norman@lib.de.us	www.delawareworks.com/admin

Excellent Lead Resource!

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Where are the Opportunities?



www.delawareonline.com → classified section www.delawarereview.com	Government Support Services http://gss.omb.delaware.gov/ - Vendor Registration
New Castle County Vendor Registration Form http://www.co.newcastle.de.us/purchrfp/home/	Division of Health and Social Services (post bids) http://www.dhss.delaware.gov/dhss/rfp/dhssrfp.htm
Department of Education www.eschoolmall.com	Department of Education http://www.dataservice.org
Division of Facilities Management – http://dfm.delaware.gov/	Office of Management & Budget – Review the Budget http://www.omb.delaware.gov/
Department of Technology and Information http://dti.delaware.gov/ - Vendor Registration	DelDOT (post bids) www.deldot.gov
City of Wilmington Vendor Registration http://www.ci.wilmington.de.us/mbeo	Department of Corrections (post bids) http://www.state.de.us/correct/
Department of Education (post bids) http://www.doe.k12.de.us/rfp/rlisting/	Dept of Natural Resources & Environmental Control http://www.dnrec.delaware.gov (Vendor Registration)
City of Newark (post bids) http://www.cityofnewarkde.us/	DSCYTF (post bids) http://www.state.de.us/kids/mss/rfps.shtml
Delaware River and Bay Authority www.drba.net - Vendor Registration	City of Dover (post bids) http://www.cityofdover.com/
Delaware Housing Authority (post bids) http://www.destatehousing.com/	Kent County (post bids) http://www.co.kent.de.us/
Auditor of Accounts (post bids) http://www.state.de.us/auditor/default.shtml	Department of Safety and Homeland Security & Office of Highway Safety (post bids) http://www.state.de.us/highway/information/rfp.shtml

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Where are the Opportunities

www.omwbe.delaware.gov

Office of Management and Budget: Office of Minority and Women Business Enterprise	
HOME Director's Letter About Agency FAQs Employment Helpful Links Contact Information	Office of Minority and Women Business Enterprise (OMWBE) "Our mission is to increase the opportunity for minority and women owned firms to sell their products and services to the State of Delaware." Recommended Viewing: <u>Strategies for Success Presentation</u> <u>How to find Minority and Women Business Enterprises</u>
SERVICES Current Events Certification Recertification Contractor Registration Application MBE/WBE Directory Council Members	What would you like to do? Become certified as a Minority and/or Women Business Enterprise? Research procurement opportunities with the State of Delaware? <ul style="list-style-type: none">- Where can I find current bid solicitations? Government Support Services Division of Facilities Management- Is there anywhere else I can research State procurement opportunities?- Where can I find the current contracted services with the State?- Where can I find information on grants?- Where can I find contact information for an agency? Selling to the State Guide and Selling to the State Agency List Search for Minority and/or Women Business Enterprises Communicate business opportunities to Minority and Women Businesses? Small business funding and resource guide Send feedback to OMWBE
INFORMATION Publications Agency Websites Certification OMB/DFM Bid Announcements	

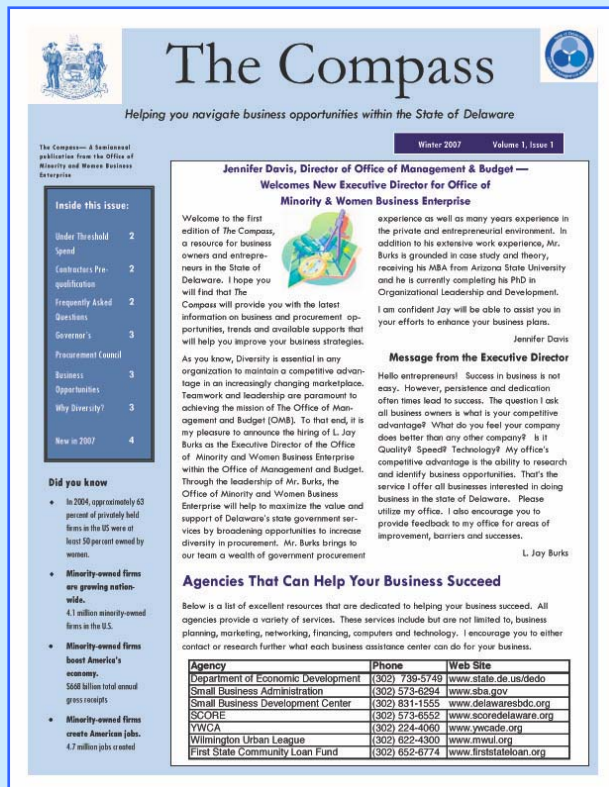
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Where are the Opportunities

Stay informed with OMWBE publications

All publications
are posted on
OMWBE
website




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Where are the Opportunities?

<http://gss.omb.delaware.gov>

HOME About Agency Director's Letter Newsroom Divisions / Programs Performance Measures FAQs Employment Calendar of Events Related Links Contact Information Office Locations Agency Site Map	GOVERNMENT SUPPORT SERVICES  Government Support Services is an extremely diverse agency with responsibilities in the following areas: <table><tr><td>Contracting</td><td>Fleet Services</td><td>Printing and Publishing</td></tr><tr><td>Copier Management</td><td>Food Distribution</td><td>Surplus Services</td></tr><tr><td>Delaware Helpline</td><td>Messenger Services</td><td></td></tr></table> Government Support Services is at your service and welcomes any feedback you may have.	Contracting	Fleet Services	Printing and Publishing	Copier Management	Food Distribution	Surplus Services	Delaware Helpline	Messenger Services	
Contracting	Fleet Services	Printing and Publishing								
Copier Management	Food Distribution	Surplus Services								
Delaware Helpline	Messenger Services									
SERVICES Bid Solicitations Contracting List Serve Customer Service Surveys Courier Service Delay Notice Delaware Helpline Feedback Form										

Government Support Services

Frequently Requested Services and Information

Agency Bid Process Forms	Office Locations and Directions
Agency Mail Self Tutorial	Printing and Publishing
Auctions	Small Purchase Procedures
Bid Solicitations	State Location Codes (SLC)
Contact Information	Surplus Bulletin
Contracts - Name	Surplus Declaration Form
Contracts - Number	Surplus Store Hours
Courier Service Delay Notice	Vehicle Reservations
FAQ's	Vendor Registration Application
Forms	

- 120 contracts & expiration dates
- Over 150 current vendors
- Vendor registration form

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Government Support Services (GSS)

<http://gss.omb.delaware.gov>

INFORMATION
Contracting
Agency Bid Process Forms
Contract Process
Flowcharts
Contracts - Alphabetical
Contracts - Numerical
Contracts - By Group
Contracts - By Vendor
Contracts - Set Aside
DPPA
Selling to the State Guide
Small Purchase
Procedures
State Core List Catalog for the Office Supply Contract
Copier Management
Delaware Helpline
Toll-Free Phone Line

CONTRACTS SORTED ALPHABETICALLY BY NAME

[Advertising](#)
[ATRV - All Terrain Response Vehicles and Trailers - DEMA](#)
[Ammunition and Targets](#)
[Aquatic Herbicides](#)
[Armed Security Officer Services](#)
[Armored Car, Cash Processing, Banking and Courier Service](#)
[Auctioneer's Services](#)
[Audio, Video, Web Conferencing Services and Equipment](#)
[Audio Visual Equipment](#)

Strategies

- Identify current State contracts
- Research competition

Vendor Name	Contract Name	Contract Number
A (top)		
A to Z Marketing, Inc.	Envelopes	025
A1 Sanitation Service, Inc.	Portable Toilets - Rental and Servicing	165
AAMCO Transmission	Vehicle Transmission Repairs	456
Advanced Office Environments, Inc.	Furniture	479
Airpure Filter Sales and Service of Philadelphia	HVAC Filters	017
All American Poly	Trash Can Liners	492A
Allen Petroleum Corporation	Motor Oil, Re-Refined Motor Oil, Lubricants and Anti-Freeze	009
Allied Waste Services	Trash Removal	061

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Contracted Services - GSS

Advertising

ATRV - All Terrain Response Vehicles and Trailers - DEMA

Ammunition and Targets

Aquatic Herbicides

Armed Security Officer Services

Armored Car, Cash Processing, Banking and Courier Service

Auctioneer's Services

Audio, Video, Web Conferencing Services and Equipment

Audio-Visual Equipment

Auto Parts and Batteries

Automatic External Defibrillators

Biodiesel - B20 Fuel

Bottled Spring Water

Bread and Bread Products

Bulk Salt Management

Business Cards

Canine Control

Cargo Trailers

Carpet

Cars, Trucks and Vans

Cellular Phones

Classroom Teaching Supplies and Art Paper

Clothing, Linen, Textiles and Footwear

Coffee and Tea

Collision Repair Services

Computer Paper

Computer Hardware, Peripherals and Accessories

Copiers

Credit Card Services

Cyber Security and Disaster Recovery Staffing Services

Delaware Veterans Home Equipment and Supplies

Document and Package Services

Dry Cleaning and Laundry Service

E-Gov Payments - DTI

Electrical Supplies, Lamps and Ballasts

Elevator and Escalator Inspections

Elevator Preventative Maintenance

Engraving and Promotional Items (Set Aside)

Envelopes

Equine Drug Testing Services

Exterminating

Fasteners

Fax Machines

Field Service Maintenance

Filming, Processing and Microfilm Services

Fire Alarm and Sprinkler Inspection and Testing

Fleet Maintenance and Repair

Fuel Management

Furniture

Gamma Pagers - DEMA

Gasoline

Glass Repair and Replacement

Hand Tools

Hazardous Substance Release Sites

Highway Safety Flares

HVAC Air Filters

Hydro Geologic Investigation Services - DNREC

Ice Cream

Internet Service Provider

Janitorial Services - Facilities Management

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Contracted Services – GSS

Janitorial Services - Facilities Management (Set Aside)

Janitorial Services - State Service Centers

Janitorial and Cafeteria Supplies

Kitchen Chemicals

Laboratory Supplies

Laundry Supplies

Lawn Cutting

Magazine Subscriptions

Master Municipal Lease Purchase Agreement

Medium Duty Trucks with Refrigerated Trailer

Milk and Milk Products

Motor Oil, Re Refined Motor Oil, Lubricants, and Anti-Freeze

Network Hardware

Network Services

Night Vision Monoculars

No. 2 Fuel Oil and Low Sulfur Diesel

Office Paper

Office Paper Recycling

Office Supplies

Offsite Data Storage

Outsourced Printing Services

Packaged Food

Paging Service

Paint, Supplies and Ladders

Photograph Film and Projection Lamps

Plumbing Supplies

Portable Toilets

Pre Sort Mail Service

Preventative Maintenance and Service - Chillers

Printing Design and Layout Services

Process Serving – Family Court

Professional Moving

Publishing and Printing Supplies

Remanufactured Toner Cartridges (Set Aside)

Reverse Auction Services - DAS

Road Salt

Rubber Stamps (Set Aside)

Service Awards

Snow and Ice Removal

Software

Specialty/Printing Paper

Statewide Emergency Notification System

Stenographic Services

Storage Boxes

Telecommunication Cabling

Telecommunication Voice Systems

Temporary Employment Services (Partial Set Aside)

Tires and Tubes

Towing

Trash Can Liners

Trash Collection

Trash Removal (DNREC)

Trout Stocking

Ultra Low Sulfur Diesel

Unarmed Security Officer Services

Underground Storage Tanks (UST) - DNREC

Vehicle Tracking System

Vehicle Transmission Repairs

Water Treatment

Well Drilling and Backhoe Services

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Government Support Services

<http://gss.omb.delaware.gov>

Strategies

- Review current contracts
- Prepare for next RFP/ITB

INFORMATION

Contracting

Agency Bid Process Forms
Contract Process

Flowcharts

Contracts - Alphabetical
Contracts - Numerical
Contracts - By Group
Contracts - By Vendor
Contracts - Set Aside
DPPA

Selling to the State Guide
Small Purchase

Procedures

State Core List Catalog for
the Office Supply Contract

Copier Management

Delaware Helpline
Toll-Free Phone Line

JANITORIAL SERVICES - FACILITIES MANAGEMENT, CONTRACT NO. 02-069-GW

THIS AGENCY CONTRACT IS ACCESSIBLE TO ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER FIRE COMPANIES, AND POLITICAL

[Agency Award Documents](#) [Vendor Bid Documents](#) [Contract 551 \(Set Aside\)](#)

[Agency Award Documents \(top\)](#)

- Award Notice - contract effective November 1, 2002 through October 31, 2003.

[PDF](#) [Word](#)

Posted: October 31, 2002

- Addendum 1 - extends the contract through October 31, 2004.

[PDF](#) [Word](#)

Posted: November 6, 2003

is the contract through November 30, 2005.

[PDF](#) [Word](#)

Posted: November 1, 2005

- Addendum 4 - extends the contract through November 30, 2006.

[PDF](#) [Word](#)

Posted: November 30, 2005

- Addendum 5 - extends the contract through November 30, 2007.

[PDF](#) [Word](#)

Posted: November 30, 2006

[Vendor Bid Documents \(top\)](#)

- Request for Proposal - proposals due September 24, 2002 at 1:00 p.m. EDT

[PDF](#) [Word](#)

Posted: August 26, 2002

- Addendum 1 to the RFP - multiple changes to the specifications.

[PDF](#) [Word](#)

Posted: September 16, 2002

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Government Support Services

<http://gss.omb.delaware.gov>

Can you compete?

- Identify proposal evaluation criteria
- Identify estimate of contract current costs

	CRITERIA	POINTS
1.	The qualifications and experience of the persons to be assigned to the project. (size of work force)	30
2.	The background, experience, resources, reputation, financial resources, years in business and references	40
3.	The ability to perform the work in the time allotted for the project, as demonstrated by the proposed commitment of management, personnel and other resources.	40
4.	The understanding of the scope; details of the offering, how you plan to meet the requirements of this RFP	20
5.	Experience in other projects of this size and space.	30
6.	Equipment	20
7.	Daily hours required per facility	50
8.	The provider's location relative to the location of required services.	20
9.	Project supervisory experience	30
10.	Price	30
	TOTAL SCORE	310

Andrews and Company – New Castle County	
Item	Cost
Window Cleaning – per window price	\$ 8.00
Venetian Blind Cleaning – per blind price	\$ 6.00
Hard Surface Floor Cleaning (stripping, rinsing, finishing) – sq. ft. price	\$.14
Carper Cleaning (Shampoo, dry foam and extraction methods) – sq. ft. price	\$.12
Waiting Room Chair Cleaning – per chair price	\$ 8.00
VCT Cleaning/Waxing – sq. ft. price	\$.12
Spray Buffing (if requested in addition to normal service requirements) – sq. ft. price	\$.05

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Set Asides

Disabled and Partially Disabled Persons

Delaware Code, Chapter 96 – State Use Law

<http://www.delcode.state.de.us/title16/c096/index.htm>

Contract Number	Commodity Description	Vendor
06-112-AC (Partial Set Aside)	Temporary Employment Services	Goodwill Industries of Delaware Wilmington, DE
05-403-SM	Rubber Stamps	AA Delaware Industries for the Blind New Castle, DE
05-404-SM	Engraving and Promotional Items	Delaware Industries for the Blind / DIB Engraving New Castle, DE
07-412-SM	Remanufactured Toner Cartridges	Kent-Sussex Industries, Inc. Milford, DE
06-551-RH	Janitorial Services - Facilities Management	Delarf - Goodwill Industries - OCI - Easter Seals - Chimes
07-559-SM	Document and Mail Preparation Services	Kent-Sussex Industries, Inc. Milford, DE
Click Here	Electronic Goods Recycling	Delarf - OCI

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Where are the Opportunities?

<http://dfm.delaware.gov/>


Facilities Management

- Carpentry, Concrete Controls
- Electric Power, Flooring, Masonry
- Mechanical, Painting,Plumbing
- Site work, Testing & Balancing
- General Contracting, Roofing

Office of Management and Budget | Division of Facilities Management

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Agency Site Map

DIVISION OF FACILITIES MANAGEMENT



Mission Statement

The division's mission is to support the activities of state government by accommodating state agencies' space needs, maintaining state facilities in good condition, and by implementing programs and initiatives to ensure each facility is energy efficient, architecturally accessible and environmentally safe. The division's mission is to also ensure that all demolition, renovation, and new construction of state buildings is completed in a timely fashion and meets the latest standards of construction technology, building and life safety codes and space standards through plan review, technical oversight and assistance.

- [800 MHz Tower Project](#)
- [Delaware Veterans' Home Project](#)
- [Public Notices](#)
- [Bid Results](#)
- [Awarded Contracts](#)
- [Professional Services Selection Fiscal Year '05](#)
- [Professional Services Selection Fiscal Year '06](#)
- [Professional Services Selection Fiscal Year '07](#)
- [Energy and Life Cycle Cost Memorandum](#)

INFORMATION
Public Notices
Prequalification Applications
Delaware Accessibility Standards
Public Works Bidding Procedures
Architectural & Engineering Fee Schedule
Underground Storage Tanks
Legislative Mail Procedures
Facility Design Standards
Lease Space Procedures
Capitol Complex Interactive Map

- Research your competition
- Know the process

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Where are the Opportunities

<http://dfm.delaware.gov/>

Division of Facilities Management

- Prequalification application
- Find Prime Contractors

Office of Management and Budget Division of Facilities Management	
HOME SERVICES Annual Application INFORMATION Applications Regulations Registry	PREQUALIFICATION Applications <ul style="list-style-type: none">• Annual Prequalification Application Revised 10/06/05• Delaware Veterans' Home Design-Build Team Prequalification Application Regulations <ul style="list-style-type: none">• Regulations for the Annual Prequalification of Contractors and Subcontractors Prequalification Registry <ul style="list-style-type: none">• Sorted By Contractor• Sorted by Trade Supplemental Prequal by Project <ul style="list-style-type: none">• Red Clay School District - Telegraph Road School Renovations• Red Clay School District - Henry B. Dupont Middle School Addition & Renovations

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Where are the Opportunities?

<http://dfm.delaware.gov/>

Facilities Management - Research, Research, Research

PUBLIC NOTICES

All Ads for Bid will be in PDF file format. If you don't have a PDF plug in installed [CLICK HERE](#) to download a FREE version.

Ads for Bid

Title 29, Chapter 69 of the Delaware Code requires for all public works projects whose value is estimated at greater than \$50,000 that an Advertisement for Bid be placed in a publication with statewide circulation not less than once a week for two consecutive weeks. To comply with this code requirement, the Division of Facilities Management (DFM) places its advertisements for bids in the Delaware State News. The advertisements for bids are also available online at www.delawarereview.com. The following advertisements for bids are as they originally appeared in the Delaware State News. Any changes in the information as contained therein (e.g. the time, date or location of the bid opening) would have been made via an addendum to the contract documents and distributed to all plans holders. The DFM cannot be held liable or responsible for any information contained in these advertisements from that originally published.

- [Contract No. FX35 9923 – Governor Bacon Health Center – Water Distribution System Improvements](#)
- [Contract No. FX35 9923 – Governor Bacon Health Center – Elevated Water Storage Tank](#)
- [Contract No. FKAB 7654 – New Castle County Detention Center – HVAC Renovations](#)
- [Contract No. FY02 9869 – Jesse Cooper Building – Landscaping, Ramp and Exterior Foundation Improvements](#)
- [Contract No. FY86 9885 – Richardson and Robbins Building – Condenser Pumps Replacement](#)
- [Contract No. FY50 9888 – Highway Administration Building – HVAC Renovations](#)

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DFM – Under Threshold Registration

- Streamlined registration application for contractors
- Minimal differences vs. annual prequalification application to serve as registration for less than \$50k
 - Only those General Contractors who have been PREQUALIFIED on both an annual and supplemental basis and have been assigned a MAXIMUM CONTRACT DOLLAR VALUE of \$400,000 (four hundred thousand dollars) or greater, may submit bids on this project. However, certain other conditions as they relate to Maximum Contract Dollar Value may apply. Please see the full text of the Prequalification Regulations on our website at dfm.delaware.gov/.

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Minimal Differences Prequal vs. Registration

- List trade certifications
- Claims and suits
- Letter from your bonding company
 - (must be bonding company's letterhead)
- Most recent audited financial statement and/or financial statement review
 - containing a complete statement of your organization's financial status
- Organizations "Z" Score.
www.creditworthy.com/topics/zscore/html
- Years of experience as a contractor



Contracting Contacts

- Robert Spittle (DHSS) 302-255-9282
 - Capital Programs Administrator
- Michael Alfree J (DSCYF)
 - 302-633-2522 Facilities Manager
- Jerry Platt (DOC) (302) 857-5260
 - Capital Program Administrator




DeIDOT - DBE Program

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Online Services

INFORMATION
Live Traffic
Interactive Traffic
Maps
Biking in Delaware
Community
Programs and
Services
Doing Business
Projects
Publications
Done

Department of Transportation
Carolann Wicks, Secretary



Interactive Traffic Maps:
Travelers can now access interactive traffic maps based on Google technology that highlight travel advisories, road closures or restrictions, live traffic cameras and weather information on the Department of Transportation's Web site, www.deldot.gov. This is in addition to the newly created mobile Web based technology for handheld devices. These brand new elements are demonstrations of DeIDOT's success in keeping its promise of being more accessible to the residents of the state.

[Press Release](#)

Certification program
dedicated to increasing
supplier diversity

Prime contractor awards
Strategies for success

HOME	DOING BUSINESS WITH DELDOT		
About DeIDOT DeIDOT Secretary Press Releases Divisions FAQs Employment Public Workshops Related Links DMV DART EZPass Contact Information Office Locations Agency Site Map	Approved Product Lists <ul style="list-style-type: none">• Soil Retention Blanket Mulch• New Product Evaluation Procedures Competitive Bids <ul style="list-style-type: none">• Advertising/Bid Calendars<ul style="list-style-type: none">◦ Construction Projects◦ Materiel/Equipment Contracts• Open Materiel and Equipment Contracts• I-95 Notice of Intent to Advertise• Construction Contractor/Vendor Registration• Delaware Posted Asphalt Price• Project and Payment	External Civil Rights Program <ul style="list-style-type: none">• Disadvantaged Business Enterprise Program• General Notice for Subcontractors Working on Federal Aid Construction Projects• OJT Program Guidelines Motor Fuel / IRP / IFTA Information <ul style="list-style-type: none">• Motor Fuel Tax Information• International Registration Plan (IRP Information)• International Fuel Tax Agreement (IFTA) Information• IFTA E-filing System• IFTA E-filing System F.A.Q's Oversize/Overweight Permits	Professional Services <ul style="list-style-type: none">• Registration Package for New Consultants• Registration Information for Previously Registered Consultants• Current Requests for Consulting Services• Selection Results• Shortlist Results• Potential Projects for Advertisement• Consultants Selected - Previous Years• Contacts Public Carrier Information <ul style="list-style-type: none">• General Information Public Utilities Annual Master Franchise <ul style="list-style-type: none">• Master Franchise Agreement and

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DeIDOT - DBE Web Site

Doing Business With DeIDOT

Disadvantaged Business Enterprise Program

Bulletin Board

The DeIDOT DBE Program
Welcomes You

A Quick Start Guide to DBE
Participation



Happenings



Upcoming Projects



DBE Resources



News



Survey



Training



Forms & Applications



Contacts

For Bulletin Board information, questions, or
comments, contact
Marguerite Davis-Isaac at (302) 760-2054

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DeIDOT Services & Products

- Computer consultant services
- Traffic control device repair
- Golf Netting
- Helicopter Services
- HVAC vendors for facilities not covered by Facilities Management Books, Manuals (ie. appraisal guides, safety manuals, etc.)
- Pre-fabricated buildings
- Legal services/appraisal services
- Financial services
- Specialized equipment (materials lab, area maintenance yards, Traffic counter parts)
- Vehicle parts, equipment and repair (we have our own fleet - not covered by Fleet Services)
- Traffic cone and safety equipment rentals

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Where are the Opportunities?

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1.

Mobile: Cell/PDA | Text Alerts | E-Newsletters | RSS Find it: Jobs | Cars | Real Estate | Apartments | Shopping | Classifieds

do delawareonline SEARCH ALL go

All Local News Calendar Jobs More »

Home News Weather Sports Entertainment Life Communities Voices Videos/Photos Data Buy/Sell Help

What's Hot: Delaware Moms Spark Delaware Pets Election 2008 Imagine Delaware

Comment, blog & share photos
Log in | Become a member

Tell us how your NCAA bracket is looking »
Powered by YOU and The News Journal

Home Thursday, April 3, 2008

2.

Place an ad

Click here to place your classified ad online

Real Estate & Rentals

Services & Merchandise

Homescape

Local homes for sale
Open Houses
Vacation homes
For sale by owner

shopLocal

Find deals from local & online businesses in Delaware and nationally.

Legal Notices

Delawareonline provides you a database of public and legal notices published in The News Journal.

Here, in one place, you now have access 24 hours a day, 7 days a week, to statewide notices about hearings, advertisements for bids, financial reports, adoption of ordinances, and other government activities legally requiring public notice.

You can search through this database (for the past 7 days) to find notices important to you, your family, or your business.

Actions
Bids/Proposals
Legal Notices

3.

Classifieds >> Legal >> Bids/Proposals

Bids/Proposals

Browse the ads below, or use the Advanced Search to find just the ads you want.
(Displaying all ads in category)

7 Ads found displayed on 1 page 1 | No Next Pages

No Previous Results Results 1 - 7 out of 7 No More Results

Click for Images	Summary
<input type="checkbox"/>	ADVERTISEMENT FOR BIDS Sealed Bids for the Installation of Central Air Con...
<input type="checkbox"/>	ADVERTISEMENT FOR BIDS Sealed Bids for the following contract will be rece...
<input type="checkbox"/>	DELAWARE STATE UNIVERSITY Invitation to Bid Proposal No. 08-06-09-24 Title...
<input type="checkbox"/>	INVITATION TO BID SCHOOL BUS BID CAPE HENLOPEN SCHOOL DISTRICT BID #FY...
<input type="checkbox"/>	REPLACEMENT AND INSTALLATION OF A 750 KVA TRANSFORMER STANTON CAMPUS BID &...
<input type="checkbox"/>	Sealed proposals will be received by the Department of Safety and Homeland...
<input type="checkbox"/>	The Division of Revenue is seeking professional services of one or more sy...

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Independent Newspapers will never knowingly accept any advertisement that is illegal or considered fraudulent. In all cases of questionable value, such as promises of guaranteed income from work-at-home programs or other offers to send money in advance for a product or service, we advise you to check with the Attorney General's Consumer Fraud Line at 1-800-228-5424, and/or The Better Business Bureau, 800-464-6331 for previous complaints.

SEARCH:

Keywords:

Category:

- Search all categories
- Services (22)
- Rentals (98)
- Recreational (146)
- Real Estate (16)
- Merchandise (775)
- Manufactured Homes (18)
- Legals (128)**
- Employment (102)
- Automotive (294)
- Announcements (172)
- Agriculture (92)

2.



INVITATION TO BID ASBESTOS ABATEMENT PHILIP C. SHOWELL ELEMENTARY SCHOOL, INDIAN RIVER SCHOOL DISTRICT The Board of Education of the Indian River School District will receive sealed bids until 2:00 p.m. local time on Tuesday, July 22, 2008 at the Indian River School District Office, John M. Crawford Building, 252 Clayton Avenue, Frankford, DE 19945 at which time the Board will open the bids. A copy of the Request for Proposal (RFP) may be obtained by calling 800.833.6008 at 10:30 a.m. local time at the Philip C. Showell Elementary School, 41 Bethany Road, Gettysville, DE 19935. Attendance at the pre-bid meeting is a mandatory prerequisite for submitting a bid on this project. For further information and specifications, please contact Val De Rocchi at 410.326.6700 or email valde@irschools.org. The Board reserves the right to waive irregularities and reject any and all bids. 280070 (RFP 02/07/08)

Jun 30, 2008

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Research Budget - Find Projects

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- Contact Information

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- Bid Solicitations
- Contractor Annual
- Prequalification
- Delaware Helpline
- Selling to the State
- State Planning
- Surplus Services
- Vendor Application

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- Bid Results
- Budget Meetings
- Closings and Delays
- **Employee Resources**
- **FY 2008 Budget**
- Job Seeker Resources

Office of Management and Budget

Working together to create excellence in state government.

Announcements

[Adverse Weather Announcements](#)

December 4, 2007
[State Employee Benefits Committee Selects Vendor for Consulting Services. Aon Consulting selected through Request for Proposal process](#)

October 4, 2007
[Governor Minner Kicks Off Governor's Mentoring Initiative Campaign at Central Middle School](#)

October 2, 2007
[More than 400 State Employees Participate in the Wilmington Riverfront Governor's Cup Run/Walk](#)

September 19, 2007
[Information Session Scheduled for State Employees Interested in Becoming Mentors for Delaware Youths](#)

September 10, 2007
[New Toll Free Number for State Employees Regarding Workplace Issues](#)

Office of Management and Budget : Budget Development, Planning and Administration

HOME

- Employment
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- BDPA 2006 Strategic Plan

SERVICES

- Budget Development
- FY2008 Budget**
- FY2009 Budget**
- Strategic Planning
- State Planning
- Clearinghouse/Grants

INFORMATION

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- FY08 Treasury State Agreement
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- Mass Memos
- Related Links

Budget Development

Fiscal Year 2008
Operating and Capital Budget Information

- [Statewide Performance Measures](#)
- [Governor's State of the State Speech](#)
- [FY 2008 Governor's Financial Overview - Press Package](#)
- [FY 2008 Governor's Recommended Policy and Financial Overview](#)
- [FY 2008 Final Financial Overview](#)
- [FY 2008 Governor's Financial Overview](#)
- [FY 2008 Governor's Policy Overview](#)
- [FY 2008 Governor's Financial Summary, Charts, and Schedules](#)
- [FY 2008 Governor's Budget Highlights \(Including Capital\)](#)

Operating Budget

- [FY 2008 FINAL OPERATING BUDGET ACT \(HB 250\)](#)
- [FY 2008 Operating Budget Highlights](#)
- [FY 2008 Governor's Recommended Operating Budget Bill \(HB 25\)](#)
- [FY 2008 Governor's Recommended Operating Budget Volume I](#)
- [FY 2008 Governor's Recommended Operating Budget Volume II](#)

Capital Budget

- [FY 2008 FINAL BOND AND CAPITAL IMPROVEMENTS ACT \(SB 155\)](#)
- [FY 2008 Governor's Recommended Bond and Capital Improvements Budget Bill \(SB 15\)](#)
- [FY 2008 Governor's Recommended Capital Budget Volume](#)

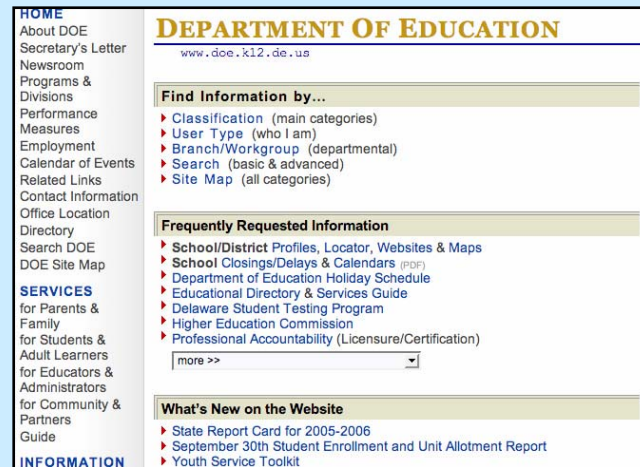
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Where are the Opportunities?

www.doe.k12.de.us/

1.
Department of
Education

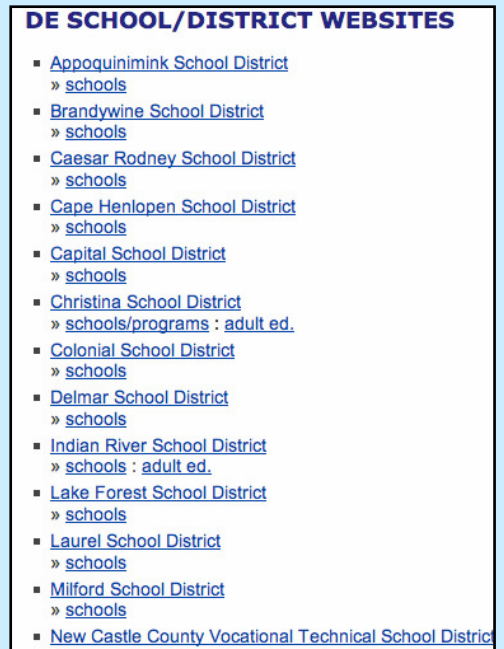


2.

Use a a directory!

INFORMATION
State Board of
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Schools & Districts
Education
Reports & Statistics
School Curriculum
Educator
Certification
State Code
Administrative
Code

3.



-
- [Request for Proposals](#)
 - [Delaware SEED Scholarship](#)
 - [Governor's Mentoring Initiative](#)
 - [TeachDelaware](#)
 - [Vision 2015](#)
 - [U.S. Department of Education](#)

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School Districts

www.eschoolmall.com

Did you know there's a directory on the web site for all contacts?

<http://www.doe.state.de.us/>

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<http://omwbe.delaware.gov>



School Districts

<http://www.dataservice.org>

DSC Data Service Center
Operated by Colonial & Red Clay Consolidated School Districts

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WEB APPLICATIONS
DSC Web Applications System Login

Welcome to the Data Service Center

The [Data Service Center](#) (DSC) provides [school districts](#), large and small, with information processing, [application development](#), [training](#), and [support services](#). For more than 25 years, DSC has worked closely with our clients to develop applications specifically addressing their data collection, processing, and reporting needs. Taking advantage of the power of the Internet, DSC created a suite of easy-to-use, reliable, and affordable web-based applications that meet the ever-growing demands of schools and districts. The most significant benefits of using DSC are attributable to the personalized services and support we provide to our clients. DSC offers high quality training and timely support to all schools and districts utilizing our services and products.

NEWS
Take Control of Your Absence Request Process
Is your current absence request system cumbersome and prone to inaccuracies? Are you still using paper forms for your staff to request vacation, personal, professional development, or travel time? Are you spending more time than you need to filling out absence request forms, submitting requests, or waiting for an approval? If you answered yes to any of these questions, then you will benefit from the Data Service Center's newest application – the Absence Request System.
[Read More...](#)

IMPORTANT DATES
1/11/2008 - End of Second Marking Period (Colonial)
1/17/2008 - End of Second Marking Period (Red Clay)

Data Service Center
168 S. Dupont Highway
New Castle, DE 19720

Annual Supply Contracts

Athletic Supplies
Classroom/Art – Art Supplies
Classroom/Art – Art & Craft Supplies
Classroom/Art – Paper Supplies
Classroom/Art – Teaching Supplies
Custodial Supplies
Family & Consumer Science Supplies
General Science Supplies
Health
Physical Education Supplies
Special Science Supplies
Teaching Manipulative Supplies
Technology Education – Graphic Arts
Technology Education – Hardware & Fasteners
Technology Education – Materials
Technology Education – Special Disciplines
Technology Education – Tools

Annual Renewal Contracts

Athletic Equipment Reconditioning
Automotive/School Bus Parts
Behavioral Specialist
Carpet
Food Service – Prime Vendor Contract
Food Service – Produce
Food Service – Milk & Juice
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Vinyl Floor Installation & Repair
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Yearbook Publications

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Where are the Opportunities?

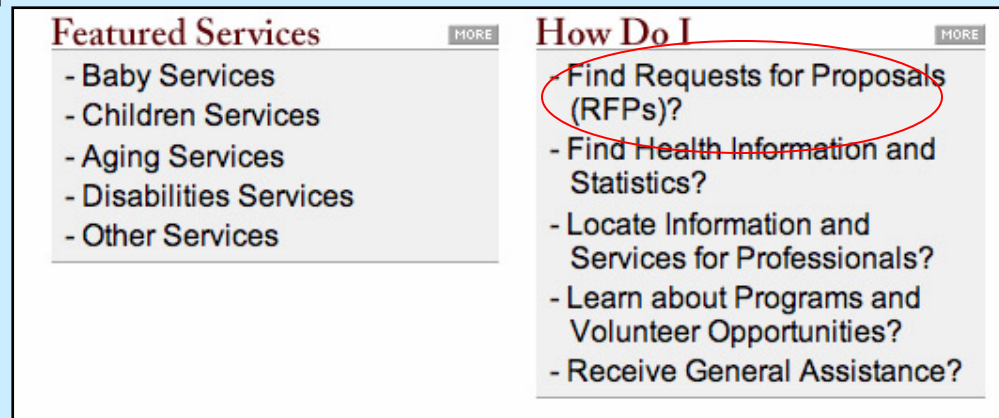
www.dhss.delaware.gov



Health & Social Services

Multiple RFP postings

Only post on web site



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DHSS - Service Examples

For comprehensive list visit OMWBE web site

Delaware Healthy Children Marketing Campaign	Adult Day Care/Respite	Courier Services
Actuarial Consultant Services	Transportation of foster grandparents to sites	Study/Nursing Homes
Actuarial Consultant Services	Urine Drug Testing	Speech Pathology
Public Benefits Outreach	Smoking Cessation Services	Temporary Nursing
Physical Therapy & Occupational Therapy Services	Maintenance Management	Pool Aide Services
Lead Awareness Study	Job Placement & Employment	Indigent Burial
Gambling outreach Referral Education and Training Services	Feasibility Study LTC	Homemaker Services
Evaluation Employ & Training	Early Intervention Bilingual Speech Language Pathology Services	Dietian Consultation Services

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DHSS Agency Contacts

Division	Contact	Phone (302)	Web Site
Division of Child Support Enforcement (DCSE)	Midge Holland	395-6520 Midge.Holland@state.de.us	http://www.dhss.delaware.gov/dhss/dcse/index.html
Division of Developmental Disabilities Services (DDDS)	Valerie Smith Chief of Administration	744-9610 valerie.smith@state.de.us	http://www.dhss.delaware.gov/dhss/ddds/index.html
Division of Long Term Care Residents Protection (DLTCRP)	John Thomas Murray Deputy Director	577-7295 x203 John.T.Murray@state.de.us	http://www.dhss.delaware.gov/dhss/dltcrp/index.html
Division of Medicaid & Medical Assistance (DMMA)	Bruce Jenkins Management Analyst II	255-9537 Bruce.Jenkins@state.de.us	http://www.dhss.delaware.gov/dhss/dmma/index.html

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DHSS Agency Contacts

Division	Contact	Phone (302)	Web Site
Division of Public Health (DPH)	William Ingram	744-4706 William.Ingram@state.de.us	http://www.dhss.delaware.gov/dhss/dph/index.html
Division of Services for Aging and Adults with Physical Disabilities (DSAAPD)	Mary Ellen Saunders, Management Analyst	255-9360 MaryEllen.Saunders@state.de.us	http://www.dhss.delaware.gov/dhss/dsaapd/index.html
Division of Social Services (DSS)	Helen Sudler, Mary Ann Carlini Social Services Administrators	255-9619 helen.sudler@state.de.us 255-9618 maryann.carlini@state.de.us	http://www.dhss.delaware.gov/dhss/dss/index.html
Division of State Service Centers (DSSC)	Dennis Savage, Chief Administrator Leslie Lee Management Analyst III	255-9876 dennis.savage@state.de.us 255-9681 leslie.lee@state.de.us	http://www.dhss.delaware.gov/dhss/dssc/index.html

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DHSS – Agency Contacts

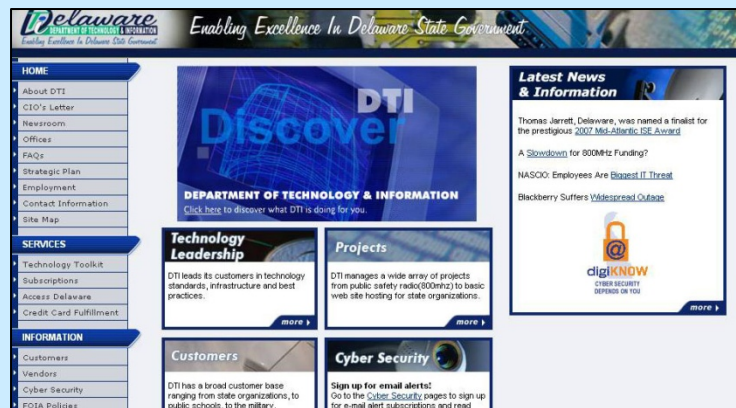
Division	Contact	Phone (302)	Web Site
Division of Substance Abuse and Mental Health (DSAMH) Delaware Psychiatric Center (DPC)	Darlene Plummer Contracts Manager	255-9430 Darlene.Plummer@state.de.us	http://www.dhss.delaware.gov/dhss/dsamh/index.html http://www.dhss.delaware.gov/dhss/dsamh/dpc.html
Division for the Visually Impaired (DVI)	Debra Simpson, Fiscal Officer	255-9494	http://www.dhss.delaware.gov/dhss/dvi/index.html
Office of the Chief Medical Examiner (OCME)	Robyn Quinn CODIS Manager	577-3420 Robyn.Quinn@state.de.us	http://www.dhss.delaware.gov/dhss/ocme/
Division of Management Services (DMS)	Robert James, Contracts Manager	255-9293 Bob.James@state.de.us	http://www.dhss.delaware.gov/dhss/dms/index.html

<http://omwbe.delaware.gov>



Department of Technology & Information (DTI)

<http://dti.delaware.gov/>



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Technology Leadership
TIC Meeting Minutes
Privacy Policy

Contract Vendors
Telecommunications Voice Systems Vendors
Contract #06-455-RH
[View Telecommunications Voice Systems Vendor List](#)

Video/Audioconferencing Vendors
Contract #06-450-RH
[View Audio/Video Vendor List](#)

Technical Staffing & Services
Contract #DTI-04-0087 (Contract extended through June 30, 2008)
[View RFP Terms and Conditions Details](#)
[View RFP Amendment #1](#)
[View Contract Details](#)
[View Schedule of Rates](#)
[View Vendor List](#)

Potential Vendor Information
[Vendor Registration Packet](#)
[Vendor Registration Packet](#)

DTI-04-0087, Technical Staffing and Services
New Contract Vendors
PRICING MATRIX
[Effective July 1, 2004]
(14 pages total)

	Abator Information Services Inc.	Ajilon Consulting	Alliance Consulting Group Inc.	American Information Technology Solutions	Apex Systems Inc.	Applied Systems Analysis & Processing, Inc.
Mainframe						
Programmer/Analysts	50 - 75	55-60	55 - 75	55.41 to 63.72	50-60	45-84
Senior Programmer/Analysts	55 - 90	60-70	75 - 90	80.60 to 92.69	60-70	55-95
E-commerce Programmer	75 - 110	64-70	80 - 90	66.49 to 76.47	60-70	70-116
Senior E-commerce Programmer	85 - 125	70-80	80 - 100	86.64 to 99.64	70-80	85-121
System Analysts	60 - 65	56-62	55 - 75	65.49 to 75.31	45-55	60-95
Senior System Analysts	50 - 80	62-70	65 - 80	80.60 to 92.69	60-70	70-105
Project Leaders	60 - 115	68-74	65 - 75	110.82 to 127.45	65-75	70-100
Project Facilitators	65 - 95	60-65	65 - 75	65.49 to 75.31	70-80	75-100
IT Project Managers	100 - 175	74-80	80 - 100	85.64 to 87.51	75-85	80-116
Data Specialist	55 - 90	64-70	75 - 85	68.51 to 78.78	60-70	70-116
Software Specialist	90 - 120	62-68	60 - 75	56.42 to 64.88	60-70	65-110
Sr. Software Specialist	100 - 165	68-76	75 - 85	86.64 to 99.64	70-80	75-126
Database Specialists	85 - 125	66-76	70 - 80	69.82 to 80.30	70-90	65-100
Business Recovery Analysts		65-74	80 - 100	75.20 to 86.69	70-80	75-100

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Where are the Opportunities?

<http://www.state.de.us/correct/>

Department of Corrections

Department of Correction (DOC)

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Visitation

INFORMATION
Bids/RFPs/Solicitations
Council On Correction

Department of Correction (DOC)

Welcome

Welcome to the Department of Correction. The information contained in these pages should help you better understand the Department of Correction—the largest law enforcement agency in the First State.

Popular Pages

The following are the most popular pages on this site.

1. [Escapee Listing](#)
2. [Death Row Inmates Listing](#)
3. [Death Row History](#)
4. [Employment Opportunities](#)
5. [Bids/RFPs/Solicitations](#)

REQUEST FOR PROPOSALS AND SOLICITATIONS LISTING

This page contains information on the competitive documents for the Delaware Department of Correction: Requests for Proposals (RFP) Requests for Information (RFI) Competitive Sealed Proposals (CSP) Invitations to Bid (ITB)

This listing is maintained by the State of Delaware [Department of Corrections Purchasing Office](#).

Copies of these documents can be obtained via the following methods:

- Request a hard copy from the Department of Corrections sponsor via mail or phone:
Department of Correction
245 McKee Road
Dover, DE 19904
(302) 739-5601
- Request a copy via e-mail from Paul Giery at paul.giery@state.de.us
- Download an electronic version of the document, viewable using the Adobe(tm) Acrobat(tm) Reader program. PDF documents must be viewed with the Adobe Acrobat Reader software, which is free. If you do not have this software on your computer, please download [Adobe Acrobat Reader](#) from Adobe.

Please refresh your browser on each page to ensure that you have the most recent pages on this site.

Current Solicitation Listing				
Solicitation Request	Contract #	Bids Due & Opened	Supplemental Forms PDF Format	Supplemental Forms MSOffice Format
Holsters	2974	02/20/2007 2:00pm Local		

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<http://omwbe.delaware.gov>



Where are the Opportunities?

<http://www.destatehousing.com/>

Delaware State Housing Authority
"Providing quality, affordable housing opportunities."

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MWB Contracting

Services

For Homebuyers
DSHA is pleased to help homebuyers with a series of programs. When you're buying a home, we're here to help. Learn more on the Homebuyers Page.

For Developers
Developing or renewing property in Delaware? See available public funding, tax credits, and related services we offer to you. Learn more on the Developers Page.

For Renters
If you need to rent affordable housing in Delaware, we may have a program for you. Learn more on the Renters Page.

For Investors
Seeking investment opportunities with DSHA? Learn more on the Investors Page.

Delaware State Housing Authority
"Providing quality, affordable housing opportunities."

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MWB Contracting
En Español

BUSINESS OPPORTUNITIES WITH DSHA

Request for Quotations (RFQs)
None at this time.

Invitations to Bid (ITBs)
None at this time.

Request for Proposals (RFPs)

- [Sewer Line Cleaning and Septage Waste Hauling](#)
- [Statewide Housing Needs Assessment Study](#)

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<http://omwbe.delaware.gov>



Housing Authority

Construction

- General
- Electric
- Masonry
- Plumbing
- Heating Ventilation and Air Conditioning
- Carpentry
- Roofing
- Painting

Maintenance

- Lamps, ballasts & starters
- Electrical supplies
- Elevator maintenance
- Plumbing supplies
- Building materials
- Paint supplies
- Ladders
- Hand tools

Custodial

- Janitorial supplies
- Janitorial services
- Grass cutting services
- Exterminator services
- Temporary help
- Laundry service
- Trash collection
- Floor coverings
- Dry cleaning



Housing Authority

Administrative

- Office furniture
- Office equipment
- Office paper
- Calendars
- Camera equipment
- Camera supplies
- Copiers
- A/V Equipment
- Envelopes
- Facsimile machines
- Business cards
- Administrative supplies

Professional Services

- Architectural
- Data processing
- Housing planning
- Engineering
- Site management
- Counseling
housing/financial
- Consulting



Housing Authority

- DSHA's Housing Rehabilitation
- Contractors are hired directly by the homeowners that borrow funds
- Register directly with the following offices:
- Kent County- (302) 744-2489 Sussex County- (302) 855-7777 New Castle County- (302) 395-5600 City of Wilmington-(302) 576-3000

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<http://omwbe.delaware.gov>



Where are the Opportunities?

Kids Department

www.state.de.us/kids

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Foster Care
Management Support
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Youth Rehabilitation

INFORMATION

The Department of Services for
Children, Youth, and Their Families

State of Delaware

Cari DeSantis, Cabinet Secretary

Our mission is to provide leadership and advocacy for Delaware's children. Our primary responsibility is to provide and manage a range of services for children who have experienced abandonment, abuse, adjudication, mental illness, neglect, or substance abuse; and we endorse a holistic approach to enable children to reach their fullest potential.

THINK OF THE CHILD FIRST.
DELAWARE CHILDREN'S DEPARTMENT

DSCYF

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Request For Proposals (RFP)
Request For Letters of Interest (RFI)
Invitation to Bid (ITB)

[Request for Proposals Frequently Asked Questions](#)

Disclaimer

Information provided on this web page is intended solely to provide general information on matters of interest for the personal use of the reader of this page, who accepts full responsibility for its use.

Any amendments made to the initial postings on this page will appear as a separate item under the initial posting. **It is the viewer's responsibility to download and read any applicable updates and amendments.**

Information found here is subject to amendment. If you would like to be notified of amendments, please e-mail [Mr. H. Ryan Bolles - DSCYF Contract Administrator](#) and include your name, company name, company address, phone number and the name and number for the posted request for which you would like notification regarding amendments.

Request For Proposals

INFORMATION
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Foundation/Juvenile
Detention Alternatives
Initiative
Child and Family Services
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Contracting Information

In accordance with Delaware Code Title 29 Section 6981 DSCYF purchases professional services in excess of the established current annual expenditure threshold using a competitive bidding process. This webpage provides a link to currently available Request for Proposals (RFPs). In addition, this webpage also provides electronic documents that by reference become part of executed contracts with DSCYF as well as supporting documents to the competitive bidding process.

[Contracting Related Frequently Asked Questions](#)

Click the following links for Opportunities to Submit Proposals:
[Request For Proposals \(RFP\)](#) | [Request For Letters of Interest \(RFI\)](#) | [Invitation to Bid \(ITB\)](#)

State of Delaware Business License

A State of Delaware business license can be obtained by contacting the [Division of Revenue](#)

Legally Binding Contract Documents Relevant to Executed Contracts
Below are documents that by reference become part of executed contracts with DSCYF

[DSCYF Operating Guidelines for Contracted Client Programs and Services - FY07 Contracts](#)
(May 2006, PDF format, 24p, 91kb)

[Instructions for Completing Transfer Instruction Sheet](#) (May 2006, PDF format, 2p, 15.5kb)
[Transfer Instruction Sheet \(form\)](#) (May 2006, MSWord format, 1p, 136kb)

[Reportable Events and Notification Procedures](#) (May 2006, PDF format, 5p, 161kb)
[Reportable Event Report Form](#) (May 2006, MSWord format, 2p, 28kb)

[DSCYF Reportable Events & Notification Procedures \(Poster\) - FY07 Contracts](#)
(May 2006, PDF format, 1p, 86kb)

[DSCYF Operating Guidelines for Contracted Client Programs and Services - FY06 Contracts](#)
(April 2005, PDF format, 13p, 96kb)

[DSCYF Statement of Agreement](#)
(January 2005, PDF format, 1p, 50kb)

Cost Recovery Unit Forms

[Accreditations, Sanctions & Rate Verification forms](#)
(October 2006, WORD format, 4p, 91kb)

[Psych Under 21 Facility Verification form](#)
(October 2006, PDF format, 2p, 91kb)

Contracting Process Supporting Documents

[Bidders' Survey Form](#)

[Budget Preparation Guide](#) (Directions for DSCYF Standard Line Item Budget Form)
(rev. 07/28/2003, 12 p)
[PDF Format](#), 143 kb | [MSWord Format](#), 68 kb

[Driving Directions for Dropping off Contracts and Proposals](#)
(09/01/2004, PDF format, 2p, 30kb)

[DSCYF Budget Form](#) (DSCYF Standard Line Item Budget Form)
(rev. 03/20/2002, 1 worksheet)
[PDF format](#), 30 kb | [MSExcel Format](#), 86 kb

[Salary Detail Instructions](#)
(rev. 03/19/2002, 1 pgl)
[PDF Format](#), 21 kb | [MSWord Format](#), 76 kb

[Salary Detail Form](#)
(rev. 03/19/2002, 1 worksheet)
[PDF Format](#), 15 kb | [MSExcel Format](#), 34 kb

DSCYF Contract Contact Information

H. Ryan Bolles, Contract Administrator
Mailing Address: 1825 Faulkland Rd, Wilmington, DE 19805
Email: [Contract Info](#)

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Examples of Kids RFP's

- Accreditation
- Adjunctive Services
- Adoption Exchange
- Adoption Groups
- Adoption Recruitment
- Adoption, Special Needs
- Adoption, Step Parent/Relative
- Assessment, I & A
- Case Management
- Child Care Licensing
- Clinical Monitoring
- Computer Services
- Consultant Services
- Counseling, Delinquency Prevention
- Crisis Bed MH
- Crisis Intervention MH
- Crisis Intervention MH - Trauma
- Day Hospital, MH
- Day Treatment, MH
- Day Treatment, SA
- Education, Life Skills
- Education, Special
- Evaluation, Diagnostic
- Evaluation, Medical/Therapeutic
- Family Preservation Services
- Family Support Counseling
- Family Support Groups
- Fire Marshal
- Foster Care
- Foster Care - Approved Relative
- Foster Care - Medical
- Foster Care - Preadoptive
- Foster Care - Specialized
- Hair Care
- Home Based Family Support Counseling
- Home Services - Electr Monitoring - Active
- Home Services - Electr Monitoring - Passive
- Home Services - General
- Home Services - Intensive
- Home Services - Multi-Systemic Therapy
- Home Services - Nonsecure Detention
- Home Services - Sex Offender
- Home Services - Voice Recognition
- ICT - Residential
- Independent Living Services
- Individualized Residential Treatment
- Pharmaceutical Services
- Physician
- Probation/Aftercare Rehabilitation
- Psychiatry
- Psycho-social Family Assessment
- Physician
- Probation/Aftercare Rehabilitation
- Psychiatry
- Psycho-social Family Assessment

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Examples of Kids RFP's

- Individualized Residential Treatment
- Inpatient Hospital, MH
- Intensive Outpatient, MH
- Intensive Outpatient, SA
- Janitorial Services
- Laboratory Services
- Legal Services
- Medical Nursing
- Nursing
- Outpatient Services, MH
- Outpatient Services, MH Non-CSMT
- Outpatient Services, SA
- Outpatient Services, SA Non-CSMT
- Parent Aide Services
- Parent Education
- Part-Day Treatment, SA
- Pharmaceutical Services
- Residential - Nonsecure Detention
- Residential - Secure Rehabilitation
- Residential Group Care - DFS
- Residential Group Care - Substance Abuse
- Residential Outdoor - Boot Camp
- Residential Outdoor - Quest
- Residential Substance Abuse - Intensive
- Residential Substance Abuse - Long Term
- Residential Substance Abuse - Re-Entry
- Residential Treatment - Diagnostic
- Residential Treatment - General
- Residential Treatment - High Impact
- Residential Treatment - Intensive
- Residential Treatment - Low Functioning
- Residential Treatment, MH
- Residential Treatment, SA
- Shelter Services
- Substance Abuse Evaluation
- Substance Abuse Prevention - DPN
- Substance Abuse Prevention-Early Intervention
- Supportive Rehab Level 2
- Therapeutic Respite
- Therapy - Occupational
- Training
- Translation
- Transportation
- Treatment Foster Home
- Treatment Group Home
- Urgent CMH Response
- Wrap-Around Services, MH
- Wrap-Around Services, SA
- X-Ray
- Residential Treatment - Sex Offender
- Residential Treatment - Sex Offender/Low Func
- Residential Treatment - Special

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Upcoming Kids' RFP's

Service	Next Bid
Dental Services YRS Facilities	01-Jan-08
Nursing/Physician Services	01-Jan-08
Independent Living/Transitional Housing Services	01-Jan-08
Interstate Compact	01-Jan-08
Multi-disciplinary Teams Linking DFS Workers with SAP Professionals	01-Jan-08
DYRS Transportation/Curfew Checks	01-Jan-08
Intensive Home Based Detention	01-Jan-08
Home Based Level IIIA Supervision	01-Jan-08
Foster Care/Spec Foster Care/Group Care/Shelter	01-Jan-08
Adoption	01-Jan-08
Foster Care Training and Support	01-Jan-08
Level V Secure Care	01-Jan-08
Pharmacy Services	01-Jan-08
Individualized Residential Treatment	01-Jan-08
Therapeutic Respite for Children with Mental Health Issues	01-Jan-08
Terry Center Bus Service	01-Jan-09
Outpatient Services	01-Jan-09

Service	Next Bid
Non-Secure Detention	01-Jan-10
MST	01-Jan-10
Safe & Drug Free Schools and Communities	01-Jan-10
Outpatient Family/Sex Offender Services	01-Jan-10
Family Support Services	01-Jan-10
FACTS Maintenance	01-Jan-10
Parent Enrichment	01-Jan-10
Level IV Residential Services	01-Jan-10
Intensive Outpatient Services	01-Jan-10
Secure & Specialized Residential MH Trx Services	01-Jan-10
Residential SA Trx Services (CMH/YRS)	01-Jan-10
Foster Care Specialized Service	01-Jan-10
Substance Abuse Prevention	01-Jan-10
Foster Care Pre-placement Screening	01-Jul-10
Community Based Day Trx for Adjudicated Youth	01-Jan-11
Tobacco Use Prevention	01-Jan-11
Promoting Safe & Stable Families	01-Jan-11
CMH Transportation	01-Jan-11
FACET	01-Jan-11
CMH Psychiatric Service (inc SL & YRS)	01-Jan-11
Residential Sex Offender Treatment	01-Jan-11
Level II Probation	01-Jan-12

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<http://omwbe.delaware.gov>



Dept of Economic Development (DEDO)

<http://dedo.delaware.gov/links.shtml>

Types of under threshold purchases

- Certified ACT! consultant
- Advertising agencies
- “Main Street” program consultant
- Strategic planning facilitator/consultant
- HR/Organizational assessment facilitator
- Small construction/bldg. repair
- Carpet vendor
- Shuttle services
- International Mail Service
- Off site storage

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<http://omwbe.delaware.gov>



Dept Safety & Homeland Security

<http://dshs.delaware.gov/>

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Capitol Police History
Photo Gallery

DEPARTMENT OF SAFETY AND HOMELAND SECURITY

"To promote and protect the safety of people and property in Delaware"



The **Office of the Secretary** serves as the primary point of contact for the general public on matters affecting the Department and its responsibility to the community. It also serves as the central point for coordination of Department fiscal activity.



Delaware Emergency Management Agency (DEMA) responds to and provides assistance during natural and man-made disasters.



Delaware State Police (DSP) monitor over 4,600 miles of roadway in Delaware and respond to approximately 128,000 calls for service annually.



The **Capitol Police** respond to over 10,000 calls for assistance each year at state public facilities, including courts and office buildings.



Office of Highway Safety (OHS) serves the citizens of Delaware by providing funding for over 100 highway safety-related education and enforcement programs.



Division of Alcohol and Tobacco Enforcement (DATE) is a law enforcement agency that enforces state laws concerning alcoholic beverages and youth access to tobacco products.



Communications supports emergency responders by maintaining over 7,000 communication items.



Developmental Disabilities Council Working to ensure that people with developmental disabilities enjoy the same quality of life as the rest of society.



State Council for Persons with Disabilities is

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Dept Safety & Homeland Security

Examples of under threshold purchases

- Depot support for microwave networks
- Supplies/displays that are copy righted
- GPS tracking devices for police vehicles
- Break line repairs
- Purchase of canine officers
- Entry level trooper examinations
- "Hot Dog" monitoring system for K-9 vehicles
- Software programming for proprietary software
- Aircraft fuel at the airports that service our state police aircraft
- Surveillance and special purpose equipment
- Forensic Recovery of Evidence Device
- Training requiring certification for teaching classes such as the FEMA USAR Structural Collapse course
- "Equipment parts – non vehicular", for the sound system Paging system, parts for AMDT repairs, and "Burglar, Fire, & access control" where each system would require parts from a particular manufacturer of the equipment being worked on

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Dept of Natural Resources & Environmental Control (DNREC)

<http://www.dnrec.delaware.gov/>

Examples of under threshold purchases

- Janitorial services
- Catering
- Painters
- Roofers
- Playground supplies and surfacing
- Landscape products and services
- Arborists
- Arts and craft supplies and services
- Dry wallers
- Lumber and building materials
- HVAC contractors
- Park amenities - boats, benches , grills and campfire rings
- Fire extinguisher service

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Dept of Natural Resources & Environmental Control (DNREC) – Catering & Tent Vendors

www.destateparks.com/events



Division of Parks and Recreation



Places to go



Things to do



Things to know



Plan Your Special Event or Meeting

Whether you are planning a casual business meeting for ten or an elegant wedding for hundreds, Delaware State Parks offer unique facilities to help you create a one-of-a-kind event. Located throughout the state, each facility is set within some of Delaware's most scenic areas. Facilities are available for a few hours or a few days, and can accommodate from ten to 150. For larger events (up to 250), tents may be used on the grounds. You can select one of our qualified caterers to enhance your special occasion. For your convenience, audio-visual equipment is available at each site.

-  Bellevue Hall
-  Blue Ball Barn
-  The Cauffiel House
-  Mount Pleasant Meeting House and Parsonage

 Judge Morris Estate

 Grass Dale Center

 The Biden Center

 Indian River Life-Saving Station

 Catering Your Event

 Tent Vendors

 Facility Locator

 Map 29.5 K

This page last updated 04/13/2007 10:59:20

Historic Church and Home with Parlor, circa 1838
Bellevue State Park, Wilmington
(Capacity: 120 guests)

Judge Morris Estate
Historic Farmhouse, circa 1930
White Clay Creek State Park
(Capacity: 49 guests)

Grass Dale Center
Tranquil Meeting and Training Facility
Fort DuPont State Park, near Delaware City
(Capacity: 50 guests)

The Biden Center
Quiet Conference Facility on the Ocean
Cape Henlopen State Park
(Capacity: 80-100 guests)

Catering Your Event



Information For Caterers



Statewide Caterers

Approved For:

Bachetti Brothers Market & Catering
4723 Kirkwood Highway (Midway Plaza)
Wilmington, DE 19808
(302) 994-4467


Becket & Burke
45 Germany Drive
Wilmington, DE 19805
(302) 888-1934

Bellevue State Park
■ Bellevue Hall
■ Cauffiel House
■ Figure 8 Barn

Brandywine Creek State Park
■ Nature Center

White Clay Creek State Park
■ Judge Morris Estate

Tent Vendors for Delaware State Parks



Tent Vendors

Action Special Events
8-B Mill Park Court
Newark, DE 19713
(302) 366-0749

Diamond State Party Rental
53 Germay Drive
Wilmington, DE 19804
(302) 777-6677

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>



Strategies for Success

- Market & network
 - contractors associations, chambers of commerce
- Research & document
- Utilize business support services
- Strategically partnering
- Identify your competitive advantage



FAQ's

- Business license <http://revenue.delaware.gov/>
- Federal – Central Contractor Registration
 - <http://www.ccr.gov/>
- Grants - Socially responsible for example serving at risk youth, environmental projects or research areas
 - www.grants.gov ; www.grantsdirect.com;
 - www.foundationcenter.org
- www.delaccess.org
- What is BRAC?



Construction Associations

Delaware Contractor Association

- <http://www.e-dca.org/>
 - Plan Room and Events

Associated Builders and Contractors

- <http://www.abcdelaware.com>



Important Questions/Tasks

- Upcoming Projects
- FOIA – who, what, when & how much
- Is this a contracted service
- Have you utilized this services in the last quarter?
- Go to the pre-bid meetings!!!!



Questions

Thank You

Office of Minority and Women Business Enterprise (OMWBE)

Haslet Armory

122 William Penn Street

Dover, DE 19901

Telephone: (302)739-4206 Fax: (302)739-1965

DEOMWBE@STATE.DE.US
<http://omwbe.delaware.gov>